

Message Text

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FM AMEMBASSY KUWAIT

TO USDOC WASHDC

INFO SECSTATE WASHDC 0934

AMEMBASSY ABU DHABI

AMEMBASSY AMMAN

AMEMBASSY BEIRUT

AMEMBASSY CAIRO

AMEMBASSY JIDDA

AMEMBASSY MANAMA

AMEMBASSY TEHRAN

UNCLAS KUWAIT 3972

FOR PETER HALE AND PAT KILLOUGH

E.O. 11652: N/A

TAGS: BEXP: KU

SUBJ: STATE OF TEXAS TRADE MISSION

REF: A) KUWAIT 2478, B) KUWAIT 3305

SUMMARY: IN ORDER TO HOST TEXAS TRADE MISSION THIS FALL EMBASSY NEEDS KNOW A NUMBER OF DETAILS ABOUT MISSION COMPOSITION, TIMING ETC. IN VIEW OF CRUSH OTHER GROUPS AND INDIVIDUALS PLANNING TRIPS TO KUWAIT IN NEXT SEVERAL MONTHS. REQUEST COMMERCE CONTACT TEXAS GROUP AND GIVE US STATUS REPORT ON WHERE MATTERS STAND. END SUMMARY.

1. AS COMMERCE AWARE LOCAL KUWAITI BUSINESSMAN ABDUL-RAHMAN AL-SHAYA RECENTLY VISITED DELBERT GORDON OF COMMERCE AND THEN TRAVELLED TO TEXAS AND MET WITH STATE INDUSTRIAL COMMISSION OFFICIALS JAMES H. HAVEY AND JAMES W. HARRIS (TEL. 512/475-4331) CONCERNING SUBJECT MISSION WHICH GREW OUT OF JUNE CONVERSATIONS BETWEEN KHALED AL-SHAYA AND PAT KILLOUGH.

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2. SHAYA URGED HAVEY AND HARRIS TO MOUNT MISSION CAPABLE

OF TAKING ADVANTAGE OF INDUSTRIAL AND PUBLIC WORKS OPPORTUNITIES IN ENTIRE REGION AND NOT JUST KUWAIT. SHAYA SUGGESTED MISSION TRAVEL TO EGYPT, SAUDI ARABIA, AND KUWAIT, PLANNING TO SPEND SUFFICIENT TIME IN EACH (AT LEAST THREE WORKING DAYS) IN ORDER GET CLEAR PICTURE OF OPPORTUNITIES AVAILABLE BUT WITHOUT IMAGINING THEY COULD CLOSE ANY DEALS ON THE SPOT. AS FOR COMPOSITION MISSION AL-SHAYA SUGGESTED A STATE ATTORNEY, ONE OR TWO DESIGN FIRMS, A STATE AGRICULTURAL EXPERT, AND SEVERAL VERSATILE CONSTRUCTION COMPANIES BE INCLUDED IN ADDITION TO TOP OFFICERS OF A NUMBER TEXAS MANUFACTURING CORPORATIONS WHICH COULD ESTABLISH ECONOMICALLY VIABLE INDUSTRIES IN OIL-POOR POPULOUS COUNTRIES SUCH AS EGYPT AS WELL AS KUWAIT.

3. WHILE WE WOULD STRESS THE NEED TO WEIGHT MISSION MORE TOWARDS INDUSTRIAL CONCERNS AND TO KEEP SIZE OF MISSION WITHIN MANAGEABLE PROPORTIONS SOMEWHAT MORE THAN DID AL-SHAYA, BASICALLY HIS ADVICE IS SOUND. PROBLEM IS, OF COURSE, NUMBER OF GROUPS AND INDIVIDUALS ALREADY PLANNING TRIPS TO AREA (MID AMERICA, N.A.M AND PAUL FAY GROUPS AS WELL AS NORMAL COMMERCE TRADE PROGRAMS). HOWEVER, WE STILL EXTREMELY ANXIOUS TO HOST TEXAS GROUP PROVIDED IT INCLUDES TOP CORPORATE EXECS WHO HAVE DONE A LITTLE SPADE WORK PRIOR TO TRIP AND ARE PREPARED TO PRESENT SOME IDEAS IF NOT DETAILED PROPOSALS FOR JOINT US-KUWAITI JOINT PROJECTS, ECONOMICALLY VIABLE AND COMPATIBLE WITH THE AREAS MANPOWER AND PHYSICAL RESOURCES.

4. IF GROUP SERIOUS ABOUT ARRIVING KUWAIT IN NOVEMBER, WE NEED TO KNOW SOONEST (A) TYPE OF SUPPORT COMMERCE EXTENDING TO GROUP, (B) NAMES OF INDIVIDUALS AND ORGANIZATIONS THEY REPRESENT, (C) THEIR PROPOSED ITINERARY, AND (D) FINANCIAL ARRANGEMENTS. WOULD ALSO NEED TO KNOW IN REASONABLE TIME SPECIFIC INTERESTS OR OBJECTIVES OF GROUP.

5. ON KUWAIT STOP AL-SHAYA IN RETURN FOR BEING NAMED CO-SPONSOR WILL HOST SEVERAL AFFAIRS FOR THEM AND USE HIS INFLUENCE AND STAFF IN HELPING TO ARRANGE HIGH-LEVEL APPOINTMENTS FOR GROUP. HE MADE IT CLEAR HE DOES NOT PLAN TO PROVIDE THEM FREE ROOMS AT HIS SHERATON HOTEL BUT WOULD GIVE THEM AN EXTREMELY GOOD CONCESSIONARY RATE.

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6. REQUEST COMMERCE CONTACT TEXAS OFFICIALS, CONVEY SUBSTANCE THIS MESSAGE AND PROVIDE US ANSWERS TO QUESTIONS OUTLINED ABOVE SOONEST. ALSO PLEASE INFORM THEM ECON/COMMERCIAL OFFICER THEODORE KATTOUF (HOME TEL. 420219) WILL BE CONTROL OFFICER FOR KUWAIT. STOLTZFUS

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